

Message Text

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UNCLAS BOMBAY 2034

E. O. 11652: N/A
TAGS: BEXP, BTIO, IN
SUBJ: INVESTMENT OPPORTUNITY - KOLHAPUR AUTO WORKS,
KOLHAPUR, SEEKS US PARTNER FOR ITS FORGE PLANT

REF: 10 FAM 165

1. MR. VISHWASRAO M. SHELKE, PARTNER, KOLHAPUR AUTO WORKS, SHAHUPURI, KOLHAPUR 416 002 (ABOUT 300 MILES FROM BOMBAY), A MANUFACTURER OF AUTO AND STATIONARY DIESEL ENGINE PARTS, AGRICULTURAL IMPLEMENTS AND OTHER FOUNDRY-BASED ENGINEERING ITEMS, HAS SOUGHT ASSISTANCE IN LOCATING AN AMERICAN PARTICIPANT FOR EXPANSION AND DIVERSIFICATION OF HIS OTHER UNIT -- SHELKE FORGE (SF) --, ALSO LOCATED AT KOLHAPUR, PRODUCING FORGED ITEMS FOR THE ENGINEERING INDUSTRY. MR. SHELKE AND HIS FAMILY ARE A WELL-KNOWN BUSINESS GROUP IN KOLHAPUR WHICH IS A CENTER OF SMALL MANUFACTURING FIRMS.

2. ACCORDING TO MR. SHELKE, HE RECENTLY PURCHASED A RUNNING FORGE PLANT EQUIPPED WITH SWAGE FORGING, PNEUMATIC AND DROP HAMMERS, FORGING MACHINE, 750 METRIC TON PRESS, DIE SINKING MACHINE, TRIMMING PRESSES, DOUBLE HOUSING PLANER AND OTHER EQUIPMENT. ALTHOUGH PLANT FACILITY BEING USED TO CATER TO JOB ORDERS FROM LOCAL ENGINEERING FIRMS, ITS UTILIZATION IS RELATIVELY LOW FOR ECONOMIC OPERATIONS.

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3. MR. SHELKE IS, THEREFORE, LOOKING FOR A FOREIGN PARTNER

TO ASSIST IN PRODUCT DIVERSIFICATION AND MARKETING. HE IS ALSO SEEKING TECHNOLOGY FOR PRECISION AND QUALITY FORGINGS. ACCORDING TO MR. SHELKE, CZECHS HAVE EVINced INTEREST IN UTILIZING HIS PLANT TO PRODUCE FORGINGS FOR BUY-BACK AND TO EXPORT TO THIRD COUNTRIES. HOWEVER, HE SHOWED PREFERENCE FOR AMERICAN PARTNERSHIP IN VIEW OF SOPHISTICATED FORGING TECHNOLOGY PRACTISED IN US AND PROSPECTS OF A LARGER EXPORT MARKET THROUGH SUCH AN ASSOCIATION. SHELKE IS AGREEABLE ANY TYPE OF PARTNERSHIP FROM ACTING AS A CAPTIVE OVERSEAS PRODUCTION UNIT TO EQUITY INVESTMENT BY AN AMERICAN PARTNER. HIS CONTRIBUTION TO THE PROPOSED PRODUCTION ARRANGEMENT WILL BE THE FORGE PLANT AND LOCAL MANAGERIAL CAPABILITIES. SHELKE IS WILLING TO CONSIDER EXPANSION OF THE EXISTING PLANT, IF PRODUCT PLANNING SO REQUIRES.

4. ACTION REQUESTED: PLEASE DISSEMINATE FOREGOING PROPOSAL AMONG SELECTED FORGING PLANTS (PREFERABLY THOSE CATERING TO LIGHT ENGINEERING INDUSTRIES). INTERESTED PARTIES SHOULD COMMUNICATE DIRECTLY WITH MR. SHELKE. WE WOULD APPRECIATE RECEIVING A LISTING OF FIRMS EVINCING INTEREST IN THIS PROPOSAL.
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